

**MEMORANDUM OF UNDERSTANDING
BETWEEN
The KIPP Foundation, KIPP Philadelphia Schools
AND
University of Pennsylvania**

This MEMORANDUM OF UNDERSTANDING (“MOU”) is hereby made and entered into by and between University of Pennsylvania, The KIPP Foundation (the “Foundation”), and KIPP Philadelphia Schools (“KPS”). The Foundation and KPS are collectively referred to as “KIPP.”

PURPOSE OF MOU:

The purpose of this MOU is to develop and expand a partnership between University of Pennsylvania and KIPP to develop programs, projects, and activities that will address college persistence challenges for students from low-income families who are also often first-generation college students.

PARTNERSHIP OBJECTIVES:

The main objectives of the partnership are to:

- Attract more KIPP students to University of Pennsylvania, where they will have the opportunity to excel academically and contribute as leaders on campus and in the larger community;
- Achieve a 95% 6-year graduation rate for KIPP alumni who enroll at University of Pennsylvania (hereinafter referred to as “University of Pennsylvania KIPP Alumni”); and
- Provide opportunities for the leadership and staff of both KIPP and University of Pennsylvania to meet and create new strategies to address the challenges of college faced by students from low-income families who are also often first-generation college students.

C. FOUNDATION RESPONSIBILITIES: By signing this MOU, the Foundation agrees to do the following:

Support recruitment of KIPP students to University of Pennsylvania by:

- Collaborating with KIPP schools and regions to provide University of Pennsylvania access to recruit high performing candidates from the KIPP school network;
- Providing University of Pennsylvania’s admissions office with access to contact and profile information for KIPP students who are potential candidates for University of Pennsylvania, as permitted by federal and state student privacy laws;
- Subject to federal and state student privacy laws, using reasonable efforts to provide University of Pennsylvania’s admissions office with a list of KIPP alumni who, to the Foundation’s knowledge, are applying for admission;

- Providing opportunities for University of Pennsylvania representatives to meet with KIPP educators and KIPP Through College staff from across the country at the annual KIPP School Summit and other relevant KIPP gatherings;
- Collaborating with KIPP schools and regions to portray University of Pennsylvania as an attractive higher education option and official “KIPP College Partner” to their current students, and encouraging students to pursue University of Pennsylvania opportunities such as campus visits and pre-college programs; and
- Listing University of Pennsylvania as a “KIPP College Partner” on KIPP publications, websites, and social media platforms.

Provide the Foundation’s College Partnership Director as a single point of contact to manage the partnership commitment between University of Pennsylvania and KIPP by:

- Managing communications with University of Pennsylvania;
- Coordinating and attending a semi-annual meeting of University of Pennsylvania leadership and staff and KIPP leadership and staff to review the status of the partnership and make appropriate adjustments; and
- Coordinating with KIPP Through College counselors and other KIPP staff who are involved in partnership programs and activities.

Collaborate to improve college persistence and completion of University of Pennsylvania KIPP Alumni by:

- Providing feedback from University of Pennsylvania KIPP Alumni on what works to support first generation college students from low-income families; and
- Collaborating with University of Pennsylvania staff to design on-campus workshops and programs for University of Pennsylvania KIPP Alumni to improve persistence (e.g., FAFSA renewal information sessions, peer-to-peer mentoring, etc.).

Allow University of Pennsylvania to use the designation “KIPP College Partner” publicly.

D. KPS RESPONSIBILITIES: By signing this MOU, KPS agrees to do the following:

Create opportunities to align K-16 curriculum by:

- Reviewing University of Pennsylvania’s entry-level course expectations and creating alignment with KPS curriculum where possible; and
- Sharing KPS high school core content with University of Pennsylvania.

Present the KPS community as a resource for enhancing University of Pennsylvania’s teacher preparation program and providing career opportunities for University of Pennsylvania students by:

- Coordinating with University of Pennsylvania to establish KPS schools as certified off-campus work study sites;

- Offering KPS schools as observation sites for University of Pennsylvania students enrolled in teacher preparation programs and/or University of Pennsylvania students studying education; and
- Providing student-teaching and full-time teaching placement opportunities at KPS for University of Pennsylvania students enrolled in teacher preparation programs.

UNIVERSITY OF PENNSYLVANIA RESPONSIBILITIES: By signing this MOU, University of Pennsylvania agrees to do the following:

Appoint a campus liaison at the Vice President/Provost level who will be responsible for managing the relationship with the Foundation's College Partnership Director and other KIPP staff. The campus liaison will:

- Identify at least one member of the teaching faculty and one professional staff member to assist with executing the college partnership commitments made by University of Pennsylvania;
- Organize a semi-annual meeting of KIPP leadership and staff and University of Pennsylvania leadership and staff to review University of Pennsylvania KIPP Alumni student progress and the success of recruitment and student support initiatives;
- Serve as a college partnership ambassador to other colleges and universities interested in partnering with KIPP;
- Ensure that University of Pennsylvania departments coordinate effectively to meet the needs of University of Pennsylvania KIPP Alumni;
- Allocate adequate staff to conduct pre-enrollment outreach to ensure that KIPP students and alumni who have been admitted to University of Pennsylvania ("KIPP Matriculates") transition smoothly from high school to University of Pennsylvania, including but not limited to:
 - Helping KIPP Matriculates secure housing
 - Hosting on-campus events for KIPP Matriculates and their families
 - Developing and implementing affinity activities and structures for incoming KIPP Matriculates and University of Pennsylvania KIPP Alumni
- Appoint staff to facilitate mentoring meetings and activities between older University of Pennsylvania students and younger University of Pennsylvania KIPP Alumni throughout the college experience;
- Ensure that regular meetings are held at University of Pennsylvania between University of Pennsylvania KIPP Alumni, University of Pennsylvania staff, and KIPP staff to discuss the quality of University of Pennsylvania KIPP Alumni's campus experience as well as any topics relevant to college persistence; and
- Work with the appointed member of the teaching faculty and professional staff member to identify early alert triggers that decrease persistence and proactively work with University of Pennsylvania KIPP Alumni and KIPP Through College counselors and advisors to counter those triggers.
- Work with campus groups, including LEARN, University of Pennsylvania's Hispanic Alumni Association, and others to develop student and alumni-driven supports for KIPPsters and other first generation college students at University of Pennsylvania.

Recruit, admit and enroll a cohort of KIPP alumni, targeting approximately 12-15 students per year for the 2013-2014 academic year and each year thereafter by:

- Targeting KIPP students and alumni during fall application outreach efforts (e.g., visiting KIPP schools and schools attended by KIPP alumni, inviting KIPP students and alumni to regional receptions and campus preview, sending targeted mailings, hosting KIPP students and alumni on campus, etc.);
- Educating KIPP Through College counselors and advisors about University of Pennsylvania (e.g., by inviting them to campus visits or campus events, or by sending University of Pennsylvania representatives to KIPP events, etc.);
- Promoting pre-college opportunities to KIPP students, alumni, and KIPP Through College counselors;
- Identifying a single point of contact in the admissions office who will track KIPP student and alumni applicants and support them in the University of Pennsylvania application process; and
- Using a holistic admissions review process that considers the unique character, background, leadership potential, and diversity that KIPP Matriculates would contribute to University of Pennsylvania's academic environment and community; the admissions process may include components such as an optional SAT and student interview.

Make higher education more affordable for KIPP Matriculates by:

- Addressing the full demonstrated financial need of all KIPP Matriculates;
- The University of Pennsylvania- will use private scholarships to first reduce or eliminate student effort (summer savings and work-study) for KIPP Matriculates and to cover documented expenses which would increase the KIPP Matriculates budget for loan eligibility; however, any excess amount beyond demonstrated need does reduce University of Pennsylvania awarded grant;
- Waiving application and deposit fees for KIPP students applying to University of Pennsylvania; and
- Allowing University of Pennsylvania KIPP Alumni and/or other students enrolled at University of Pennsylvania to use work-study dollars to mentor KIPP Matriculates, consistent with federal work study guidelines.

Subject to federal and state student privacy laws, track and share academic data of University of Pennsylvania KIPP Alumni with KIPP by:

- Executing a Family Educational Rights and Privacy Act ("FERPA") agreement that allows the sharing of student level data; and
- Tracking and compiling University of Pennsylvania KIPP Alumni student data, including course selection, non-credit/remediation classes, cumulative GPA, and majors and enrollment rosters.

Allow KIPP to recognize University of Pennsylvania as a "KIPP College Partner".

IT IS MUTUALLY UNDERSTOOD AND AGREED BY AND BETWEEN THE PARTIES THAT:

MODIFICATION. Modifications to this agreement shall be made by mutual consent of the parties, by the issuance of a written modification, signed and dated by authorized officials, prior to any changes being performed.

USE OF UNIVERSITY OF PENNSYLVANIA’S LOGO. University of Pennsylvania grants KIPP permission to use University of Pennsylvania’s logo for the exclusive use and purpose of promoting University of Pennsylvania and the college partnership program on materials distributed to KIPP schools, KIPP students and alumni, and on KIPP websites. The use of the logo is subject to approval by the University of Pennsylvania.

USE OF DATA. Both KIPP and University of Pennsylvania may use data about KIPP alumni who apply to, matriculate at, attend, and graduate from University of Pennsylvania in public reports subject to state and federal law regarding student privacy and education records with prior approval of the other entity.

PARTICIPATION IN SIMILAR ACTIVITIES. This agreement in no way restricts KIPP or University of Pennsylvania from participating in similar activities with other public or private agencies, organizations, and individuals.

TERMINATION. Either party, upon thirty (30) days written notice, may terminate the agreement in whole, or in part, at any time.

PRINCIPAL CONTACTS. The principal contacts for this instrument are:

University of Pennsylvania: Sean Vereen

Office of Admissions | Associate Dean for Opportuntiy and Access
1 College Hall | Philadelphia, PA 19104
Office: 215-898-8587 | Fax: 215-898-9670 | seanv@upenn.edu

KIPP Foundation: Craig Robinson

KIPP Foundation | National Director of Alumni Services
520 8th Avenue, Suite 2005 | New York, NY 10018
Direct: 646-381-1709 | Office: 212-233-5477 x7709 | Fax: 212-233-5454 | Cell: 917-224-8258
crobinson@kipp.org

KPS: Theresa Doggett

Director of Talent 5900 Baltimore Ave|Philadelphia, PA|19143
215-397-6144 (p)|215-252-7792 (f)
www.kippphiladelphia.org

STUDENT PRIVACY. The parties agree to abide by the Family Educational Rights and Privacy Act (“FERPA”) and any other applicable federal and state laws/regulations addressing student privacy.

2.22.12

Final

University of Pennsylvania shall be responsible for obtaining from each University of Pennsylvania KIPP alumnus/alumna, prior to disclosing any records to KIPP that are protected by FERPA or any other applicable federal and state laws, a signed informed consent that allows University of Pennsylvania to share the student's academic records with KIPP.

KIPP shall be responsible for obtaining from each current KIPP student, prior to disclosing any records to University of Pennsylvania that are protected by FERPA or any other applicable federal and state laws, a signed informed consent that allows KIPP to share the student's academic records with University of Pennsylvania.

COMMENCEMENT DATE. This agreement is executed as of the date of last signature.

LIABILITIES. It is understood that no party to this MOU is the agent of the other, and no party is liable for the wrongful acts or negligence of the other. Each party shall be responsible for its negligent acts or omissions and those of its officers, employees, agents or students (if applicable), howsoever caused, to the extent allowed by their respective state laws.

RENEWAL. The parties will review this agreement on an annual basis and will decide at that time whether the agreement will be renewed for additional year(s).

IN WITNESS WHEREOF, the parties hereto have executed this agreement as of the last written date below.

FOR: University of Pennsylvania

Date:

Name and Title: Amy Gutmann, President

FOR: The KIPP Foundation

Date:

Name and Title: Richard Barth, CEO

FOR: KIPP Philadelphia Schools

Date:

Name and Title: Marc Mannella, CEO